THE

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A JOURNAL

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VOL. VII. No. 11. NEW-YORK, Saturday, March 13, 1875. WHOLE No. 165.

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The Publishers' Weekly.

MARCH 13, 1875.

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WE learn from Porter & Coates that they have just ready in their International Series of Novels, "Katerfelto," by G. J. Whyte-Melville, author of "Digby Grand," "Holmby House," etc. This tale is considered by the London *Athenæum* and other leading journals to excel even the most successful of the author's preceding books. It is a genuine sporting novel, with a bright-eyed gipsy girl for the leading heroine, and contains much clever dialogue and not a few interesting love scenes. The account of the deer-hunt on Exmoor is written with great spirit and enthusiasm, equaling any thing to be found in modern fiction. "Social Science and National Economy," by Prof. Robert Ellis Thompson, of the University of Pennsylvania, and editor of the *Penn Monthly*, is nearly ready. Though prepared for general readers, it is also intended as a text-book, and is said to be the only one on political economy which elaborates the principles of protection. Augustus J. C. Hare's new book, "Days near Rome," has met with great success, the edition being exhausted within ten days of publication. Another edition will be ready within a week or so, with which they hope to fill all orders received.

THE first of G. P. Putnam's Sons' series of "Brief Biographies," edited by Colonel Higginson, is promised for next week. The editor sets the style for the volumes in this initial work, on the "English Statesmen," which is his own. He draws upon a wide range of English authors and sketch-writers for portraitures of his subjects, weaving these extracts together by the thread of his personal knowledge, so that the reader will get some such idea of foreign statesmen as the papers give him of those at home, the partisan coloring excepted. Of the dozen leaders sketched by Colonel Higginson, Gladstone, Disraeli, and Bright occupy half the three hundred and nine pages, and the papers are very readable. The books will make handy 12mos, bound in very striking style, with the coat of arms of the country in full gilt.

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SPURGEON'S new volume, "Types and Emblems," a collection of his Thursday and Sunday evenings' discourses, will be published by Sheldon & Co., in a new line of binding, to which they propose to conform the other volumes of sermons. The new volume is characterized by his customary force and points, and contains some subjects of salient titles, such as "Woman's Rights," in a Scriptural sense, from the text of the story of the daughters of Zelophahad.

Note.

MR. BOWKER'S connection with the New-York *Evening Mail* having ceased, he requests that letters and advance sheets or information for his use in the PUBLISHERS' WEEKLY, *Tribune* "Literary Notes," or correspondence, be addressed to him at the office of the PUBLISHERS' WEEKLY, 37 Park Row.

8th March, 1875.

[OFFICIAL.]

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The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk: Authors' and Subscription Books, or Books published at net prices, with two asterisks.

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American Educational Cyclopædia. A Reference Book for all Matters pertaining to Education. (Published annually.) Vol. 1. 1875. 8°, pp. 292. $2; pap., $1.50. *Schermerhorn.*

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American Society of Civil Engineers. Rapid Transit and Terminal Freight Facilities. Report of Committee appointed September 3d, 1874, to investigate the best means of Rapid Transit and of Handling Freight in and about the City of New-York. 8°, pp. 81. Pap., 75 c. *Van Nostrand.*

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Greenleaf.—The Testimony of the Evangelists examined by the Rules of Evidence administered in Courts of Justice. By Simon Greenleaf, LL.D., late Dane Prof. of Law in Harvard Univ., etc. With an Appendix, containing a History of the most Ancient Manuscript Copies of the New Testament, and a Comparison of their Text with that of the King James Bible. By Constantine Tischendorff. Also a Review of the Trial of Jesus. Roy. 8°, pp. xxiii, 613. $5.....*Cockcroft.*

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ple of the Muses, Finsbury Square; and G. Virtue, Ivy Lane. MDCCCXXX. With 2 portr. 8°, pp. 499. Pap., $1.25..... ..... *Adams, V. & Co.*

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The Messrs. Lippincott's Letter.

THE letter of the Messrs. Lippincott, given in a trade supplement with our last issue, reached us, as was there stated, so late in the week that we were obliged to defer editorial reference to it to this number. We presented it to the trade immediately, however, at some cost to ourselves, in pursuance of our determination that all sides of a trade issue shall be given full and fair opportunity in the columns of the PUBLISHERS' WEEKLY. For we wish it to be understood everywhere that the WEEKLY means to give the trade the fullest light on every question that comes up, that each may judge for himself in full view of all the facts, as either side may present them. And our editorial position is taken always with the best interests of the *general* trade at heart, and neither in concert with nor in opposition to any particular section or house. So much for preface.

We must confess that we can not see that the letter of the Messrs. Lippincott alters the position of affairs. It is no news that minor mistakes have been committed during the progress of the reform. We have ourselves had occasion to make criticism in this matter, and members of the Committee on Signatures have expressed in open trade meeting regret that they had not been able to foresee contingencies,—as members of the Lippincott house heard at the meeting in Philadelphia, and might have heard still more explicitly had they attended other trade meetings to which all members of the trade were invited for consultation. We know that the trade would have been most glad of their co-operation in avoiding such mistakes. But we may say that any such vital, extensive, and delicate reform could scarcely have been advanced to its present stage, especially in view of what was certainly understood to be the opposition of so important a house, without some blunders. Those whose sympathy with the trade at large has been most unimpeached have been foremost to overlook the mistakes that have undoubtedly been committed. When a campaign which involves a whole country is carried on without them, the millennium will have come.

The unsuccessful attempt among some of the leading Eastern jobbers to obtain living rates last fall is scarcely an effective argument against the possibility of the present reform. Aside from the misunderstanding under which the false start was made at that time, while one house understood that it had not yet assented to the modifications to the rates made in Philadelphia, the case is not a parallel one. An arrangement among the jobbers, as a separate affair, stands on a different basis from the general reform contemplated in a return to the proper and natural retail prices of books. The jobbers have suffered badly from the cut-throat fever that has been ruining all the trade, but we look to see this evil also remedied by the general return to a sounder feeling. When we get back to retail prices again, there will be a margin for the jobber also to earn a fair living. Besides this, the trade has been growing stronger in "backbone" and trade feeling with every day since that attempt. And this, after all, is what is needed. The trade has already seen the folly of listening to rumors and imputations that will float about, and is ready to follow the frank example which Chicago has set.

The Messrs. Lippincott's letter takes exception to the statement of the committee that they "came within one" of the reform, by citing the names of eleven houses in the three cities not on the list. As is elsewhere explained, the strongest two names, as also the third Boston house, did sign the rule. Of the eight remaining, one is understood to be integrally a part of the American News Co., four are exclusively law, and one exclusively medical publishers; one is the leading professional undersellling house in New-York, who thrive avowedly against the interests of the rest of the trade, and whose co-operation was of course not expected, though it was asked as a matter of form. Mr. Lea presided at the Philadelphia meeting, and did not sign simply because he never did retail a book at less than retail prices, and conscientiously thought he would by signing the paper confess what he had not done. It was understood that the law publishers at least had to wait an arrangement among those at the West, which was on foot, and of course the reform was aimed against professional undersellers, who were not considered "leading houses of the trade." With these corrections the statement of the committee can scarcely be excepted to. And even should it be literally criticised, virtually they did "come within one" of the reform, for it has been only the opposition of the leading house of Philadelphia that has prevented its being now in operation.

In brief, the return to retail prices, in which the Messrs. Lippincott in this letter proffer cordial co-operation, is not to be brought about by standing aloof from the united trade and criticising individual mistakes, but by coming heartily into consultation with the trade, and endeavoring to prevent mistakes being made. Such co-operation from the house in question would have been enthusiastically welcomed at any stage; for all the associations arising out of this movement have freely invited any house, without regard to membership, without asking any pledge of acquiescence, to be present and

take full part in their proceedings. That the "twenty per cent rule" needs further definition, is generally admitted, especially in reference to the term "large buyers." But we think there can be no reasonable doubt that it was understood by its signers to require a return to retail prices in all cases, except those of the classes named. The allegation that "the adoption of the resolution would be a step backward" in regard to medical books, must have proceeded from a very imperfect reading of the resolution, which prescribes no discounts, but simply limits them to a maximum. The restriction of medical discounts to ten per cent is itself a part of the Put-in Bay reform. That there is no reason why professional books should be sold to professional men, who are their only purchasers, at a discount, is good sound doctrine, which the trade will be surprised and glad to hear reiterated by this house; for it was largely in view of the state of things in their own city, that the Put-in Bay Convention stopped short of a full return to retail prices. The resolution certainly does accomplish a useful change in regard to school-books, despite the exceptions in behalf of contracting corporations—for it cuts off the teachers' brokerage, which has done, perhaps, as much as any one thing to ruin the retail trade through the country at large. The Messrs. Lippincott's proposed diversion contemplated a step backward, in limiting the reform to books published since New Year's. On the other hand, the Put-in Bay resolution certainly accomplished a great deal; the trade only waits the acquiescence of this one house to put it in force; and whatever difficulties there are in it, or in its way, may be easily disposed of once this house comes into line with the trade. The public so far has heartily acknowledged the justice of the reform, and little difficulty is to be apprehended from that direction.

We may conclude by saying frankly that the Messrs. Lippincott's letter brings happily to the surface a difference of opinion between the trade at large and themselves as to the meaning of their course hitherto. The underselling difficulty took its rise largely in Philadelphia, and that city has unfortunately been in great measure responsible for its continuance. Its leading house has generally declined to enter into trade consultations from the very start, even in the one or two exceptions when representatives of the firm were present as spectators. It was certainly the strong impression of the trade at large that it was not in unison with, but in opposition to, trade co-operation and progress. Their previous letter had, in some quarters at least, failed to remove that impression. We say this for the purpose of saying that the trade will very gladly welcome those portions of the present letter in which the Messrs. Lippincott acknowledge—as has been always said of them—"that any movement calculated to improve the condition of the book business should receive our hearty support, . . . for what house has larger interests at stake?" And since it is only because there are "so many flaws in the plan" that they "hesitate to join in the movement now before the trade," it only remains for them to act in accordance with the spirit of this assurance, and join with the trade in shaping the reform. The trade will be rejoiced at the avowal "that no house has the interests of the business more at heart, and no house will co-operate more cordially in any movement that can reasonably be expected to obtain the desired result." Let these words be written in gold! The division between the trade and this one house is no matter of feeling: it has been simply a question of sound business principles. "Those who reason dispassionately" have certainly been surprised at the seeming opposition of the Messrs. Lippincott to their own trade, and certainly all will rejoice to have the sentiments of their letter put into positive and practical action. There need be no question as to whether they or the trade have been right in the past, and if they will extend the promised co-operation in trade progress, no house in the trade could become so suddenly popular.

THE letter of the Messrs. Lippincott has brought out the fact that several names were omitted, by no fault of the WEEKLY, from the copy of the list of signers of the "twenty per cent rule" published in our report. The following should be added to make it complete:

New-York: Scribner, Welford & Armstrong.
Boston: Little, Brown & Co.
Brewer & Tileston.
New-England News Co.
Schönhoff & Möller.
Cambridge: Charles W. Sever.

MR. M. M. HURD, of Hurd & Houghton, has started South for a five weeks' health-trip in Florida.

WE are glad to learn that E. Phillips & Co., booksellers and stationers, of Meridian, Miss., who were burned out a short time ago, having been fully insured, resumed business immediately.

THE two Scribner book houses expect to occupy their new store, 743–5 Broadway, before the end of the month; the publishers of the two magazines, Scribner & Co., have already taken possession of their pleasant quarters, upstairs.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

A Reply from Mr. Randolph.

To the Editor of the Publishers' Weekly:

The letter of Messrs. Lippincott & Co. in the last number of the WEEKLY requires a word of comment. Certainly no one has thought to place that great house in "a false position before the trade." But that the house has placed itself in *seeming* hostility to the reform movement is, I think, without question. Of course the right of private judgment is not denied, and if Messrs. L. & Co. think the present is the better course for them to adopt, no one has the right to question their motives, however much their action may be deplored.

The letter, however, would seem to convey the impression that Messrs. L. & Co., notwithstanding all that has been said and written on the subject, do not fully apprehend the plans and objects of the reform. Yet the house was represented, though not voting, at the Put-in Bay Convention, where the whole subject was fully discussed—as it was afterwards discussed at the Philadelphia meeting. Now, not to go over the ground which has been so often traversed, Messrs. L. & Co. can not but remember the fact that for many years certain classes of "professional men" have bought their books at a discount; that "large buyers outside the trade" have had their books at a discount; that libraries and schools have had the same advantage, and that these discounts have varied from twenty to forty per cent. To attempt to put all these classes *at once* upon the retail basis was felt would be too sweeping a measure, and hence the rule that twenty per cent should hereafter be the maximum discount to all these classes, while on law and medical books it should be fixed at ten per cent. I admit that the phrase "large buyer" is somewhat indefinite, and that it is subject to a different interpretation by "the dealer who sells periodicals chiefly and paper-bound books," from that which would be put upon it "in the more prominent bookstores." But on one point there was no confusion, and it was that while such a house as Messrs. L. & Co. as publishers or dealers *might* consider a purchaser of $50 worth of books a "large buyer," they should not consider the man who bought a copy of one of their fifty cent books a "large buyer," and make him twenty per cent discount without his asking for it, and this when they allow only one third or a third and five discount on the same book to the trade. The whole question hinges here, and need not be misunderstood.

It is not within my purpose to discuss the failure of the jobbers' movement—which probably would not have failed had a little effort been made to trace rumors and correct wrong impressions. This is a part of the movement with which I had nothing to do; but I do know that at the West a similar organization was perfected and has worked most harmoniously and with good results, and that such an organization here is only a question of time.

Messrs. L. & Co. take issue with the report of the committee that the paper was signed by every "leading house in Boston and New-York," excepting the American News Company, for reasons stated in the report, and in Philadelphia by all except Messrs. L. & Co. They quote Messrs. Little, Brown & Co., Brewer & Tileston, the New-England News Co., of Boston, as not among the signers. They were led into this error by the carelessness of the clerk who made the copy of the list which was sent to the WEEKLY, for the paper bears these signatures. Messrs. L. & Co. instance in New-York the houses of William Wood & Co., Baker, Voorhis & Co., Banks & Bros., and one other. The first of these was not seen by the committee through an oversight, but it is known that the house is in full sympathy with the movement, and last autumn would have secured the ten per cent rule on medical books but for the refusal of "the professional undersellers"—whom Messrs. L. & Co. quote as not among the New-York signers, and whom no one here expected would sign. The others are law booksellers, and by the nature of their business hold limited relations to the trade at large. Messrs. Johnston & Co. and Kay & Brother, of Philadelphia, are also law booksellers; Henry C. Lea, as Messrs. L. & Co. know, *never retails a book, even at the retail price.* How extensive the Central News Association is, or how much of a book business it does, I do not know; but I think the committee may adhere to their statement that "they came within one" of securing the signatures of "every leading house" in New-York, Boston, and Philadelphia, inasmuch as the only publishing and jobbing and retail house in the three cities that may be called "leading" that did not sign the paper is that of Messrs. Lippincott & Co.

I do not suppose that this great firm would quote the position of the Central News Company, or, on the other hand, place themselves on a level with a house that deals mainly in second-hand books, and is known as "professional undersellers,"—as a sufficient ground for their own refusal to indorse the reform movement.

A word as to the statements of Messrs. L. & Co. concerning the wording of the resolution. In New-York and Boston, among all the signers, there was no misunderstanding as to its meaning, certainly none was expressed. It was reserved for Philadelphia to discover what was thought to be a flaw, and to Philadelphia so to correct it that no one could possibly misunderstand it! *And thus amended, it was signed by "every leading house" in Philadelphia, with the exceptions named.* This, I think, is a good and sufficient answer to all that Messrs. L. & Co. say on this point.

Messrs. L. & Co. say: "We also notice that no mention is made of any condition being attached to any signature, which rendered the same valueless, so far as the compact is concerned."

The meaning of this is not quite clear; but it is no secret that the paper was signed by some in New-York and Boston, as it was signed in Philadelphia, on condition that it was signed by others in the trade; and I may add that to-

day the book-publishing and bookselling business of the country would have achieved a great and substantial reform if Messrs. L. & Co. had seen their way clear to give it the indorsement and influence of their name and example.

No such measure of reform as Messrs. L. & Co. propose can be of any avail; for it will not help the trade at large. What the book-dealer in Iowa, or Central Pennsylvania, or Eastern Massachusetts wants is that his customer can not buy his few books in New-York, Boston, or Philadelphia within five per cent as cheap as he (the dealer) can. Thanks to the reform movement, the Publishers' Board of Trade has settled that this can not be done on school-books. The Put-in Bay Convention has told the medical student in Philadelphia that ten per cent discount is now all that he can get on his text-books. These are steps in the upward way. Others will follow in due time; and the idea that we can not go on because we have long chosen to volunteer our profits to the retail buyer (for at the first he did not ask for them), that such buyer would be displeased and cease to buy, is a fallacy, and of little moment. The matter to be considered is that the bookseller is to live by his business; that the *retail* price must be had on the *retail* sale, and that any method or policy on the part of the publisher or distributor which deliberately and persistently reduces his profits, is alike unwise and unjust as a principle of commercial economy. A. D. F. R.

BOOKS RECEIVED.

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THE "Popular Science Library," at the low price of one dollar, illustrations and all, is one of the happiest ventures the Appletons have put forth. The second number is Quatrefages' "Natural History of Man," translated by Miss Youmans, which comprises a series of popular lectures to French workingmen by this eminent anthropologist, on the origin, unity, and antiquity of man, and the characteristics of the various races. He is an anti-Darwinian, and the other side of the question is presented in notes by Prof. Gill, of the Smithsonian. There are many very good portrait and diagram illustrations. Following this will be "The Science of Music," in which Sedley Taylor explains to the general reader the scientific view of the physical basis of harmony very clearly and happily, and an "Outline of the Evolution Philosophy," translated from the French of Dr. E. Cazelle by Rev. O. B. Frothingham.

IT is but fifteen years since Irving completed his "Washington," in the very year of his death, yet more copies have already been sold of this last work than of any other, except the "Sketch-Book," which made his fame. There have been a dozen editions, from five sets of plates, besides the one-volume abridgment for school use, which was made by Mr. O. B. Bunce, after the plan of Irving's own abridgment of the "Columbus." When the elder Putnam, of pleasant memory, had nothing special on hand, he used to get out a new edition of the "Washington," as the trade joke goes. The second generation of Putnams have now ready the promised "Mount Vernon" edition, in two volumes, octavo, with twenty steel plates. These are selected from the hundred and two steels of the great subscription edition of the book (of which 40,000 were printed, for subscribers only), and which are still kept in print, and frequently ordered by collectors. Over 100,000 copies of the "Washington" have been sold. The Japanese are especially fond of the book, for Washington is their chief American hero, and it is stated that no order for books comes from that country without including it. But they have no cherry-trees in Japan, and one part is a sealed book.

THE most exhaustive work on "Diseases of the Eye" yet written is to be published shortly by the Macmillans. It is by Dr. Brudenell Carter, a leading English authority, and will make an octavo of six hundred pages.

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THE firm of William H. Young & Blake, one of the leading book houses in Troy, has dissolved partnership, Mr. Blake retiring. William H. Young, who will conduct the business in future, "started out early in life," says the Troy *Times*, "as a clerk for G. & C. Dauchy, dry goods merchants, with whom he remained nine years. In 1842 he formed a partnership with Charles P. Hartt, and opened a bookstore. In 1851 Mr. Hartt retired, and Mr. Young conducted the business alone till 1861, when Mr. Benson, a clerk for many years in his employ, was admitted as a partner, and so remained until 1866. Mr. Young again conducted the business alone till 1869, when F. W. Blake was admitted as a partner, and has remained ever since. During his copartnership Mr. Blake has won many friends by his courteous manner and attention to business. We wish him every success in his future career. Mr. Young is well known by all classes of citizens, and is highly respected for probity, honesty, and integrity. His business career has been such that he may justly feel proud of it."

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BUSINESS CHANGES.

ATLANTA, GA.—Burke, Hancock & Co. succeed J. W. Burke & Co. in their Atlanta house. The firm of J. W. Burke & Co. continue as usual at their old stand in Macon, Ga.

CINCINNATI, OHIO.—H. S. Bosworth, of the firm of Bosworth, Chase & Hall, publishers, retired from business March 1st, having sold his interest to his partners, D. W. Chase and John B. Hall, who will continue the same under the name of Chase & Hall.

FORT DODGE, IOWA.—The business heretofore conducted by J. Swain has been purchased by S. B. Prindle and E. M. Yount. As "Prindle & Yount" they will continue the book and stationery trade.

PROVIDENCE, R. I.—The copartnership heretofore existing under the name and style of Gladding Bros. & Tibbitts has been dissolved by mutual consent.

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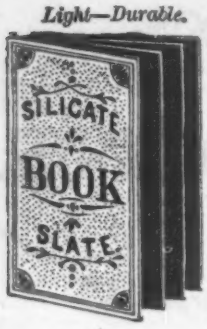

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